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100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF ~~MILITARY~~ PRIME CONTRACT AWARDS

FISCAL YEAR 1977

DEPARTMENT OF DEFENSE
WASHINGTON HEADQUARTERS SERVICES
DIRECTORATE FOR INFORMATION OPERATIONS
AND REPORTS

**100 LARGEST DEFENSE CONTRACTORS
AND THEIR SUBSIDIARY CORPORATIONS
FISCAL YEAR 1977**

**ISSUED ANNUALLY BY
DEPARTMENT OF DEFENSE
WASHINGTON HEADQUARTERS SERVICES
DIRECTORATE FOR INFORMATION OPERATIONS
AND REPORTS**

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS

FISCAL YEAR 1977

Department of Defense military prime contract awards of \$10,000 or more for research and development, services, construction, and supplies and equipment awarded during fiscal year 1977 totaled \$50.4 billion, \$8.4 billion more than in fiscal year 1976. Large awards for aircraft, missile and space systems, electronics and communication equipment, and ships which are dominated by large contractors resulted in 67.7% of total procurement being awarded to 100 companies which, together with their subsidiaries, received the largest dollar volume of prime contracts of \$10,000 or more.

The top 100 companies received \$34.1 billion in defense prime contracts during fiscal year 1977 or 67.7% of the \$50.4 billion awarded to all companies. In fiscal year 1976, the top 100 companies received \$28.9 billion or 69.0% of the volume of all awards. The table shows that the first five companies received 17.7% of the total received by all companies in fiscal year 1977, compared with 19.1% during fiscal year 1976. The largest company in fiscal year 1977 received awards totaling almost \$2.6 billion compared with \$2.5 billion for the largest company in fiscal year 1976. To get on the list in fiscal year 1977 required \$62 million in awards, as opposed to \$42 million in fiscal year 1976.

PERCENT OF TOTAL

<u>COMPANIES</u>	<u>FY 1974</u>	<u>FY 1975</u>	<u>FY 1976</u>	<u>FY 1977</u>
1st	5.2%	5.1%	5.9%	5.1%
2nd	4.1	3.8	3.6	3.3
3rd	3.7	3.4	3.5	3.2
4th	3.4	3.4	3.2	3.1
5th	3.3	3.3	2.9	3.0
1-5	<u>19.7%</u>	<u>19.0%</u>	<u>19.1%</u>	<u>17.7%</u>
6-10	12.3	13.1	12.3	12.7
11-25	16.4	14.8	17.0	16.9
1-25	<u>48.4%</u>	<u>46.9%</u>	<u>48.4%</u>	<u>47.3%</u>
26-50	10.3	10.8	11.7	11.6
51-75	5.4	5.5	5.5	5.3
76-100	3.1	3.1	3.4	3.5
1-100	<u>67.2%</u>	<u>66.3%</u>	<u>69.0%</u>	<u>67.7%</u>

Thirteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 34, one in position 50, one in position 55, and the balance between positions 61 and 100.

Companies Listed in FY 1977
But Not in FY 1976

British Petroleum Co., Ltd.
Engelhard Minerals & Chemicals Corp.
International Harvester Co.
Mi Ryung Construction Co., Ltd.
Morrison Knudsen USS F&M JV
Norris Industries
Ogden Corp.
Peterson Builders, Inc.
Royal Dutch Shell Group
Saudi Tarmac Ltd. Tarmac OS Ltd.
Tacoma Boatbuilding Co., Inc.
U. S. & South American Enterprises,
Inc.
You One Construction Co., Ltd.

Companies Listed in FY 1976
But Not in FY 1977

Atlantic Richfield Co.
Bethlehem Steel Corp.
Blake Construction Co., Inc.
Briscoe Frank Co., Inc.
Charles Stark Draper Labs., Inc.
City Investing Co.
Kidde Walter & Co., Inc.
Mitre (The) Corp.
Reynolds (R. J.) Industries, Inc.
Santa Fe Engineers, Inc.
Tesoro Petroleum Corp.
Titan Group, Inc.
Webb Del E Corp.

Of the 87 companies appearing on the list in both fiscal year 1976 and fiscal year 1977, 38 advanced their position, 43 are in a lower position, and 6 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The dollar volume of DoD prime contracts awarded to Rockwell International Corporation increased by \$514 million over fiscal year 1976. This was the largest dollar change occurring and moved this company up in rank from tenth position in fiscal year 1976 to sixth place in fiscal year 1977. Other companies with large dollar volume increases were: Grumman Corporation, Boeing Company, United Technologies Corporation, and Westinghouse Electric Corporation. Contract Awards to Grumman Corporation which went from eighth place to seventh place increased by \$446 million while each of the other aforementioned companies increased by \$404 million, \$352 million, and \$320 million respectively.

Other companies with major position changes this year were: Pacific Resources, Inc., which went from 44th place to 91st; Sanders Associates, Inc., from 67th to 97th; Morrison-Knudsen Co., Inc., from 42nd to 63rd; and Texaco, Inc., from 43rd to 71st.

Other changes concerning companies on the fiscal year 1977 list were: the acquisition by Transamerica Corporation of Saturn Airways, Inc., and the name change for Lockheed Aircraft Corporation, now Lockheed Corporation.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards; for example, International Telephone and Telegraph Corporation is a multi-industry company producing electronic and communications equipment, and industrial and consumer products. For this table it is assigned to "Electronics," the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis, companies producing "Services" decreased by four, while companies producing "Ships, Tank Automotive, Ammunition, and Petroleum" each increased by two.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1977</u>	<u>FY 1976</u>	<u>Change</u>
Aircraft	15	18	-3
Missiles	12	14	-2
Ships	10	8	+2
Tank Automotive	6	4	+2
Ammunition	10	8	+2
Electronics	18	17	+1
Services	6	10	-4
Construction	5	6	-1
Petroleum	15	13	+2
Weapons	1	-	+1
Subsistence	1	1	-
All Other	1	1	-

During fiscal year 1977, eleven companies received prime contract awards of \$1 billion or more. The eleven companies and a brief description of their more important defense work are as follows:

McDonnell Douglas Corporation, with a total of \$2,574 million in DoD prime contract awards, heads the list for the second consecutive year. This was an increase of \$110 million from fiscal year 1976; however, the company's share of the total DoD contract volume was 0.8 percent below last year. The major aircraft contracts for this company continue to be the F-15 EAGLE, F-4 PHANTOM, and the F-18 prototype. Major missile work included the AGM-84 HARPOON, and the Ballistic Missile Defense System.

Lockheed Corporation (formerly Lockheed Aircraft Corporation) continued in number two position for the second consecutive year with awards totaling \$1,673 million. Although the company received \$164 million more in awards, its share this year was 3.3 percent of the total, compared with 3.6 percent last year. The largest awards during fiscal year 1977 were for the TRIDENT missile system. Other major awards were for the POSEIDON missile, P-3 ORION, and C-130 HERCULES aircraft.

United Technologies Corporation, in fifth place last year with \$1,233 million or 2.9 percent of total, moved up to third place in fiscal year 1977 on a volume of \$1,585 million for 3.2 percent of total. Major defense contracts were for the F-100, TF-30, and TF-33 aircraft engines.

Boeing Company, in sixth place during fiscal year 1976, rose to fourth place this year with \$404 million more in awards. During fiscal year 1977, contracts were for the Air Warning & Control System (AWACS), MINUTEMAN missile, CH-47 CHINOOK helicopter, and the B-1 bomber.

General Electric Company, in fourth place during fiscal year 1976, fell to fifth place this year while total awards increased by \$173 million. Awards for the most part were for turbofan and turbojet engines. Other substantial contracts were for the F-18 prototype, CH-47 CHINOOK, R&D for B-1, and reactor propulsion plants.

Rockwell International Corporation moved from tenth to sixth place as contracts received in fiscal year 1977 were \$514 million above last year. The company's major contracts were for the B-1 Bomber, MINUTEMAN missile, miscellaneous communication equipment, and radar and navigational aids.

Grumman Corporation whose contracts totaled \$1,428 million ranks seventh. This was an increase of \$446 million from the \$928 million total during fiscal year 1976 when they were in eighth place. The largest contracts with Grumman were for the F-14 TOMCAT. Other large awards were for the E-2 HAWKEYE, A-6 INTRUDER, and EA-6B PROWLER aircraft.

General Dynamics Corporation, in seventh place last year, fell to eighth place this year even with increased awards of \$299 million. During this year, contracts included the F-16 fighter aircraft, nuclear submarines, and the Strategic Cruise Missile.

Hughes Aircraft Company, in eleventh place during fiscal year 1976, moved into ninth place with awards of \$1,093 million, an increase of \$182 million. The missile contracts of this company include the TOW, PHOENIX, MAVERICK, the ROLAND anti-aircraft missile, and guided missile remote control systems for the F-14 TOMCAT.

Northrop Corporation, in third place last year, fell to tenth place this year with decreased contract awards of \$433 million. The major defense work during fiscal year 1977 was for the F-5 FREEDOM FIGHTER.

Raytheon Company, in twelfth place last year, moved up to eleventh place this year. This year's contract volume reached \$1,041 million, \$257 million more than last year. This company's major work during fiscal year 1977 was predominately in missiles which included the HAWK, SAM-D, SPARROW, TRIDENT, NATO SEA SPARROW, and SIDEWINDER systems.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1977

RANK	PARENT COMPANY	RANK	PARENT COMPANY
98.	A T O, INC	57.	JCHNS HOPKINS UNIVERSITY (N)
66.	AEROSPACE CORP (N)	59.	KAISER INDUSTRIES CORP
79.	ALGERNON BLAIR INC	33.	L T V CORP
31.	AMERADA MESS CORP	68.	LEAR SIEGLER INC
43.	AMERICAN MOTORS CORP	16.	LITTON INDUSTRIES, INC
19.	AMERICAN TELEPHONE + TELEGRAPH CO	2.	LOCKHEED CORP
67.	AUTOMATION INDUSTRIES, INC	85.	LORAL CORP
60.	AVCO CORP	23.	MARTIN MARIETTA CORP
74.	BEECH AIRCRAFT CORP	62.	MASSACHUSETTS INSTITUTE TECHNOLOGY
39.	BENDIX CORP	1.	MCDONNELL DOUGLAS CORP
4.	BOEING CO	50.	MI RYUNG CONSTRUCTION CO LTD
65.	BRITISH PETROLEUM CO LTD	41.	MCBIL CORP
94.	BURROUGHS CORP	* 34.	MORRISON KNUDSEN USS F + M JV
52.	CHAMBERLAIN MFG CORP	63.	MORRISON-KNUDSEN CO, INC
15.	CHRYSLER CORP	76.	MOTOROLA INC
75.	COASTAL STATES GAS CORP	61.	NORFIS INDUSTRIES
89.	COMPUTER SCIENCES CORP	47.	NORTH AMERICAN PHILIPS CORP
35.	CONGOLEUM CORP	10.	NORTHROP CORP
51.	CONTROL DATA CORP	93.	OGDEN CORP
84.	CUTLER-HAMMER, INC	91.	PACIFIC RESOURCES INC
80.	DAY + ZIMMERMAN INC	49.	PAN AMERICAN WORLD AIRWAYS INC
92.	DUFONT E I DE NEMOURS + CO	69.	PETERSON BUILDINGS INC
45.	E SYSTEMS, INC	100.	PROCTOR + GAMBLE CO
78.	EASTMAN KODAK CO	25.	R C A CORP
87.	EMERSON ELECTRIC CO	11.	RAYTHEON CO
85.	ENGELHART MINERALS + CHEMICALS COR	6.	ROCKWELL INTERNATIONAL CORP
38.	EXXON CORP	55.	ROYAL DUTCH SHELL GROUP
37.	F M C CORP	97.	SANDERS ASSOCIATES INC
22.	FAIRCHILD INDUSTRIES, INC	** 82.	SAUDI TARMAC LTD TARMAC OS LTD
27.	FORD MOTOR CO	56.	SIGNAL COMPANIES INC (THE)
8.	GENERAL DYNAMICS CORP	28.	SINGER CO
5.	GENERAL ELECTRIC CO	14.	SPEERRY RAND CORP
95.	GENERAL FOODS CORP	32.	STANDARD OIL CO OF CALIF
24.	GENERAL MOTORS CORP	53.	STANDARD OIL OF INDIANA
40.	GENERAL TELEPHONE + ELECTRONICS CORP	96.	SUN CO INC
42.	GENERAL TIRE + RUBBER CO	77.	SVENDRUP + PARCEL + ASSOCS INC
48.	GOODYEAR TIRE + RUBBER CO	26.	T R W INC
70.	GOULD, INC	99.	TACOMA BOATBUILDING CO INC
7.	GRUMMAN CORP	33.	TELEDYNE INC
54.	GUAM OIL + REFINING CO INC	13.	TENNECO INC
81.	GULF OIL CORP	71.	TEXACO, INC
73.	HARRIS CORP	29.	TEXAS INSTRUMENTS INC
44.	HARSCO CORP	21.	TEXTRON INC
58.	MERCULES, INC	46.	THIokol CORP
90.	HEWLETT PACKARD CO	18.	TODD SHIPYARDS CORP
20.	HONEYWELL INC	72.	TRANSAMERICA CORP
9.	HUGHES AIRCRAFT CO	86.	U S + SOUTH AERICAN ENTERPRISES IN
17.	INTERNATIONAL BUSINESS MACHINES CO	3.	UNITED TECHNOLOGIES CORP
83.	INTERNATIONAL HARVESTER CO	12.	WESTINGHOUSE ELECTRIC CORP
36.	INTERNATIONAL TELEPHONE + TEL CORP	64.	YOU ONE CONSTRUCTION CO LTD

* MORRISON-KNUDSEN CO., UNITED STATES STEEL CO., AND FISCHBACK & MOORE, JV
** SAUDI TARMAC LTD., AND TARMAC OVERSEAS LTD. JV

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1977
(1 OCT 1976 - 30 SEP 1977)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	T O T A L <u>a/</u>	\$50,384,917 =====	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <u>b/</u>	34,101,517 =====	67.68	67.68
1.	MCDONNELL DOUGLAS CORP	2,574,047	5.11	5.11
2.	LOCKHEED CORP	691,331		
	LOCKHEED ALUMINUM WINDOW CORP	10		
	LOCKHEED ELECTRONICS CO, INC	33,616		
	LOCKHEED MISSILES + SPACE CO INC	915,586		
	LOCKHEED SHIPBUILDING CONSTRUCTION	32,831		
	MURDOCK MACHINE + ENGR CO OF TEXAS	48		
	TOTAL	1,673,422	3.32	8.43
3.	UNITED TECHNOLOGIES CORP	1,564,600		
	ESSEX INTERNATIONAL, INC	123		
	OTIS ELEVATOR CO	614		
	PRATT + WHITNEY AIRCRAFT OF WVA	19,142		
	TERMINAL COMMUNICATIONS, INC	201		
	TOTAL	1,584,680	3.15	11.58
4.	BOEING CO	1,384,476		
	BOEING AEROSPACE CO	27		
	BOEING COMPUTER SERVICES INC	3,253		
	BOEING INTL CORP	8,359		
	BOEING SERVICES INTERNATIONAL INC	34,026		
	BOEING VERTOL CO	149,739		
	TOTAL	1,579,880	3.14	14.72
5.	GENERAL ELECTRIC CO	1,518,695		
	GENERAL ELECTRIC ESPANOLA	33		
	INTERMAGNETICS GENERAL CORP	96		
	MANAGEMENT + TECHNICAL SERVICES CO	806		
	TOTAL	1,519,630	3.02	17.74
6.	ROCKWELL INTERNATIONAL CORP	1,479,586		
	ADMIRAL CORP	10		
	HEIM UNIVERSAL CORP	202		
	TOTAL	1,479,798	2.94	20.68
7.	GRUMMAN CORP	2,625		
	GRUMMAN AEROSPACE CORP	1,423,489		
	GRUMMAN DATA SYSTEMS CORP	1,943		
	TOTAL	1,428,057	2.83	23.51
8.	GENERAL DYNAMICS CORP	1,360,075		
	DATAGRAPHIX GMRH	232		
	STROMBERG CARLSON CORP	5,287		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
8.	GENERAL DYNAMICS CORP STROMBERG DATAGRAPHIX, INC	5,910		
	TOTAL	1,371,504	2.72	26.23
9.	HUGHES AIRCRAFT CO HUGHES RESEARCH LABS. SANTA BARBARA RESEARCH CENTER SUMMA CORP	1,010,268 1,157 18,259 63,755		
	TOTAL	1,093,439	2.17	28.40
10.	NORTHROP CORP EXTEK MICROSYSTEMS INC NORTHROP WORLDWIDE ACFT SVCS INC	986,239 13 60,417		
	TOTAL	1,046,669	2.08	30.48
11.	RAYTHEON CO IOWA MFG CO OF CEDAR RAPIDS IOWA LORAC SERVICE CORP MACHLETT LABORATORIES INC RAYTHEON EDUCATIONAL SYSTEMS CO RAYTHEON EUROPE ELECTRONICS CO RAYTHEON GULF SYSTEMS CO RAYTHEON SERVICE CO RAYTHEON TECHNICAL ASSISTANCE CO UNITED ENGINEERS + CONSTRUCTORS	979,123 515 140 1,899 9,524 14 30,136 13,567 5,291 718		
	TOTAL	1,040,927	2.07	32.55
12.	WESTINGHOUSE ELECTRIC CORP THERMO KING CORP WESTINGHOUSE ELECTRIC SUPPLY CO WESTINGHOUSE LEARNING CORP	601,080 19 852 177		
	TOTAL	602,128	1.50	34.14
13.	TENNECO INC CASE (JI) CO CASE POWER + EQUIPMENT LTD GAS EQUIPMENT ENGRS, INC NEWPORT NEWS SHIPBLD + DRY DOCK CO TENNECO CHEMICALS, INC	53 9,977 18 62 734,715 43		
	TOTAL	744,868	1.48	35.62
14.	SPERRY RAND CORP SPERRY ELECTRO COMPONENTS SPERRY FLIGHT SYSTEMS SPERRY MARINE SYSTEMS	646,486 277 4,504 225		
	TOTAL	651,492	1.29	36.91
15.	CHRYSLER CORP CHRYSLER OUTBOARD CORP	616,902 3,028		
	TOTAL	619,930	1.23	38.14
16.	LITTON INDUSTRIES, INC LITTON PIONETICS INC LITTON BUSINESS SYSTEMS, INC LITTON INDUSTRIAL PRODUCTS INC LITTON MEDICAL PRODUCTS, INC LITTON PRECISION PRODS INTL INC	43,528 302 222 984 341 71		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
24.	GENERAL MOTORS CORP	380,112	0.75	46.54
25.	R C A CORP	329,134		
	BANQUET FOODS CORP	65		
	HERTZ CORP	40		
	HERTZ EQUIPMENT RENTAL CORP	81		
	MADISON FURNITURE INDUSTRIES	284		
	R C A ALASKA COMMUNICATIONS INC	17,437		
	R C A GLOBAL COMMUNICATIONS, INC	16,393		
	R C A MOBILE COMMUNICATIONS	11		
	RANDOM HOUSE, INC	32		
	SHELBY WILLIAMS INDUSTRIES, INC	545		
	TOTAL	364,022	0.72	47.26
26.	T R W INC	339,932		
	AERTECH INDUSTRIES	473		
	DE LEUW CATHER + CO	16		
	RAMSEY CORP	71		
	T R W COLORADO ELECTRONICS, INC	20,814		
	T R W GLOBE MASTERS	12		
	TOTAL	361,318	0.72	47.98
27.	FORD MOTOR CO	15,477		
	FORD AEROSPACE + COMMUNICATIONS	336,451		
	TOTAL	351,928	0.70	48.68
28.	SINGER CO	338,628		
	COGAR CORP	35		
	H R B SINGER, INC	11,168		
	M + M COMPUTER INDUSTRIES INC	195		
	SINGER COMPUTER GMBH	32		
	TOTAL	350,058	0.69	49.37
29.	TEXAS INSTRUMENTS INC	324,117	0.64	50.01
30.	TELEDYNE INC	34,441		
	ELECTRO DEVELOPMENT CO	19		
	MICRONETICS INC	66		
	ORDNANCE SPECIALTIES INC	1,660		
	TELEDYNE BATTERY PRODUCTS	1,803		
	TELEDYNE BROWN ENGINEERING	12,205		
	TELEDYNE C A E	29,513		
	TELEDYNE CAMERA SYSTEMS	580		
	TELEDYNE CONTROLS	1,265		
	TELEDYNE DENSCO	31		
	TELEDYNE ELECTRONICS	5,091		
	TELEDYNE FIRTH STERLING INC	11,447		
	TELEDYNE GEOTECH	46		
	TELEDYNE GURLEY	12		
	TELEDYNE HANAU ENGINEERING	24		
	TELEDYNE HASTINGS RAYOIST	147		
	TELEDYNE HYDRA POWER	1,202		
	TELEDYNE INDUSTRIES, INC	195,330		
	TELEDYNE ISOTOPES	653		
	TELEDYNE KINETICS	693		
	TELEDYNE LANDIS MACHINE CO	15		
	TELEDYNE M E C	5,789		
	TELEDYNE MCCORMICK SELPH	684		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
30.	TELEDYNE INC			
	TELEDYNE MCKAY	437		
	TELEDYNE MID AMERICA CORP	20		
	TELEDYNE NEOSHO	276		
	TELEDYNE OSTER	30		
	TELEDYNE PFER	55		
	TELEDYNE PHILBRICK	14		
	TELEDYNE POST	63		
	TELEDYNE RENCO	52		
	TELEDYNE REPUBLIC MFG	162		
	TELEDYNE SEMICONDUCTOR	98		
	TELEDYNE SPRAGUE ENGINEERING	112		
	TELEDYNE TARER	26		
	TELEDYNE TELEMETRY CO	120		
	TELEDYNE THERMATICS	141		
	TELEDYNE VASCO	147		
	TELEDYNE WAH CHANG	14		
	TELEDYNE WALTERPORO	57		
	TELEDYNE WISCONSIN MOTOR	238		
	TOTAL	304,778	0.60	50.61
31.	AMERADA HESS CORP	26,934		
	HESS OIL VIRGIN ISLANDS CORP	275,452		
	TOTAL	302,386	0.60	51.21
32.	STANDARD OIL CO OF CALIF	155,330		
	CALTEX ASIA LTD <u>✓</u>	71		
	CALTEX ENGINEERING CO <u>✓</u>	316		
	CALTEX NEW ZEALAND, INC <u>✓</u>	37		
	CALTEX OIL PAKISTAN <u>✓</u>	143		
	CALTEX OIL PRODUCTS CO <u>✓</u>	71,690		
	CALTEX OIL THAILAND LTD <u>✓</u>	11		
	CALTEX OVERSEAS LTD <u>✓</u>	421		
	CALTEX PHILIPPINES INC <u>✓</u>	46		
	CHEVRON ASPHALT CO	11		
	CHEVRON CHEMICAL CO	11		
	CHEVRON INTERNATIONAL OIL CO, INC	490		
	CHEVRON OIL CO	46,743		
	CHEVRON U S A INC	2,286		
	STANDARD OIL CO KENTUCKY	18,939		
	TOTAL	296,545	0.59	51.80
33.	L T V CORP	1,946		
	ADVANCED TECHNOLOGY CENTER, INC	90		
	JONES + LAUGHLIN STEEL CORP	99		
	KENTRON HAWAII LTD	21,712		
	VOUGHT CORP	261,015		
	WILSON + CO INC	11,031		
	TOTAL	295,893	0.59	52.39
34.	MORRISON KNUDSEN USS F + M JV	260,496	0.52	52.91
35.	CONGOLEUM CORP			
	BATH IRON WORKS CORP	254,212		
	TOTAL	254,212	0.50	53.41

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
36.	INTERNATIONAL TELEPHONE + TEL CORP	132,682		
	FEDERAL ELECTRIC CORP	41,065		
	I T T ARTIC SERVICES, INC	41,272		
	I T T BARTON	525		
	I T T BLACKBURN CORP	21		
	I T T BUSINESS SYSTEMS	35		
	I T T CONTINENTAL BAKING CO	3,203		
	I T T ELECTRO PHYSICS LABORATORIES	80		
	I T T GENEAL CONTROLS, INC	382		
	I T T GILFILLAN INC	12,491		
	I T T GRINNELL CORP	11		
	I T T GWALTNEY INC	2,359		
	I T T HAMMEL DAHL CONOFLW	45		
	I T T HARPER, INC	702		
	I T T HENZE SERVICE	340		
	I T T JENNINGS	126		
	I T T MACKAY MARINE	31		
	I T T SHERATON CORP OF AMERICA	192		
	I T T TECHNICAL SERVICES INC	2,295		
	I T T TELECOMMUNICATIONS	255		
	I T T WORLD COMMUNICATIONS, INC	11,304		
	J C C PUMP CO INC	678		
	TOTAL	250,494	0.50	53.91
37.	F M C CORP	244,931	0.49	54.40
38.	EXXON CORP	213,774		
	ESSO A G	22,995		
	ESSO ITALIANA S P A	333		
	ESSO PETROL CO LTD	41		
	ESSO STANDARD OIL CO S A	778		
	EXXON RESEARCH + ENGINEERING CO	178		
	TOTAL	238,399	0.47	54.87
39.	BENDIX CORP	194,218		
	BENDIX AUTOLITE CORP	2,153		
	BENDIX FIELD ENGINEERING CORP	9,285		
	SKAGIT CORP	63		
	TOTAL	205,719	0.41	55.28
40.	GENERAL TELEPHONE + ELECTRICS CORP	16		
	G T E AUTOMATIC ELECTRIC INC	1,461		
	G T E INFORMATION SYSTEMS, INC	2,564		
	G T E LABORATORIES, INC	129		
	G T E LENKURT, INC	438		
	G T E SYLVANIA INC	184,736		
	GENERAL TELEPHONE CO OF CALIFORNIA	18		
	GENERAL TELEPHONE CO OF FLORIDA	300		
	GENERAL TELEPHONE CO OF SOUTHEAST	595		
	GENERAL TELEPHONE CO OF SOUTHWEST	236		
	HAWAIIAN TELEPHONE CO	9,254		
	TOTAL	199,747	0.40	55.68
41.	MOBIL CORP			
	HYDRO CONDUIT CORP	46		
	MOBIL OIL CORP	188,692		
	MOBIL OIL PHILIPPINES, INC	51		
	MOBIL RESEARCH + DEV CORP	35		
	TOTAL	188,824	0.37	56.05

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
42.	GENERAL TIRE + RUBBER CO AEROJET GENERAL CORP FRONTIER AIRLINES	98 186,962 13 ----- 187,073		
	TOTAL		0.37	56.42
43.	AMERICAN MOTORS CORP A M GENERAL CORP MERCURY PLASTICS CO	178,352 343 ----- 178,695		
	TOTAL		0.35	56.77
44.	HARSCO CORP	177,791	0.35	57.12
45.	E SYSTEMS, INC AIR ASIA CO LTD ELECTRONIC COMMUNICATIONS INC SERV AIR INC	148,666 25 9,884 1,442 ----- 160,017		
	TOTAL		0.32	57.44
46.	THIOLKOL CORP	144,794	0.29	57.73
47.	NORTH AMERICAN PHILIPS CORP AMPEREX ELECTRONIC CORP ANCHOR BRUSH CO INC CAROLINA COACH CO EDAX INTERNATIONAL INC GENERAL ATRONICS CORP MAGNAVOX CO MAGNAVOX GOVT + INDUSTRIAL ELEC CO NORTH AMERICAN PHILIPS CONTROLS CO NORTH AMERICAN PHILIPS LTG CORP PHILIPS BUSINESS SYSTEMS INC PHILIPS ELECTRONIC INSTRUMENTS INC PHILIPS MEDICAL SYSTEMS INC PHILIPS ROXANE LABORATORIES INC S & H X RAY CO THE SMITH HERMAN H INC	883 2,546 25 144 13 1,183 106,960 28,404 1,135 52 94 506 46 225 10 255 ----- 142,381		
	TOTAL		0.28	58.01
48.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	41,541 96,606 1,913 ----- 139,963		
	TOTAL		0.28	58.29
49.	PAN AMERICAN WORLD AIRWAYS INC	139,462	0.28	58.57
50.	MI RYUNG CONSTRUCTION CO LTD	137,710	0.27	58.84
51.	CONTROL DATA CORP KEROTEST MFG CORP SERVICE BUREAU CORP THE	132,315 99 49 ----- 132,463		
	TOTAL		0.26	59.10

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
52.	CHAMBERLAIN MFG CORP	127,819	0.25	59.35
53.	STANDARD OIL OF INDIANA AMOCO OIL CO	123,171		
	TOTAL	123,171	0.24	59.59
54.	GUAM OIL + REFINING CO INC	119,545	0.24	59.83
55.	ROYAL DUTCH SHELL GROUP			
	SHELL CHEMICAL INC	63		
	SHELL CO OF THE ISLAND	550		
	SHELL CURACAO N V	36,232		
	SHELL EASTERN PETROLEUM PTE LTD	35,706		
	SHELL INTERNATIONAL	5,993		
	SHELL NEDERLAND	54		
	SHELL OIL CO	40,287		
	SHELL UK LTD	61		
	TOTAL	118,946	0.24	60.07
56.	SIGNAL COMPANIES INC (THE)			
	AIRESEARCH MFG CO	240		
	AIRESEARCH MFG CO OF ARIZONA	10,167		
	AIRESEARCH MFG CO OF CALIFORNIA	6,526		
	DUNHAM BUSH INC	358		
	GARRETT CORP	89,310		
	MACK TRUCKS INC	5,495		
	PRECISION RUBBER PRODUCTS CORP	17		
	SOUTHLAND OIL CORP	6,199		
	TOTAL	118,312	0.23	60.30
57.	JOHNS HOPKINS UNIVERSITY (N)	117,740	0.23	60.53
58.	HERCULES, INC	116,931		
	HAVEG INDUSTRIES INC	472		
	TOTAL	117,403	0.23	60.76
59.	KAISER INDUSTRIES CORP	1,717		
	KAISER AEROSPACE + ELECTRONICS COR	6,113		
	KAISER STEEL CORP	904		
	NATIONAL STEEL + SHIPBUILDING CO d/	107,033		
	TOTAL	115,767	0.23	60.99
60.	AVCO CORP	97,000		
	AVCO EVERETT RESEARCH LABORATORY	12,554		
	TOTAL	109,554	0.22	61.21
61.	NORRIS INDUSTRIES	106,415		
	CONNELL BROS CO LTD	1,945		
	PRESSED STEEL TANK CO, INC	635		
	TOTAL	108,995	0.22	61.43

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
62.	MASSACHUSETTS INSTITUTE TECHNOLOGY	108,872	0.22	61.65
63.	MORRISON-KNUDSEN CO, INC	507		
	NATIONAL STEEL + SHIPBUILDING CO <u>D/</u>	107,032		
	TOTAL	107,539	0.21	61.86
64.	YOU ONE CONSTRUCTION CO LTD	106,482	0.21	62.07
65.	BRITISH PETROLEUM CO LTD			
	B P AUSTRALIA LTD	1,269		
	B P OIL CORP	44		
	B P TRADING LTD	103,185		
	TOTAL	104,498	0.21	62.28
66.	AEROSPACE CORP (N)	102,516	0.20	62.48
67.	AUTOMATION INDUSTRIES, INC	101,694		
	AERO MECHANISM INC	324		
	G + H TECHNOLOGY, INC	136		
	TOTAL	102,154	0.20	62.68
68.	LEAR SIEGLER INC	101,645	0.20	62.88
69.	PETERSON BUILDERS INC	96,019	0.19	63.07
70.	GOULD, INC	95,243		
	CHESAPEAKE INSTRUMENT CORP	106		
	TOTAL	95,349	0.19	63.26
71.	TEXACO INC	16,123		
	CALTEX ASIA LTD <u>C/</u>	70		
	CALTEX ENGINEERING CO <u>C/</u>	316		
	CALTEX NEW ZEALAND, INC <u>C/</u>	36		
	CALTEX OIL PAKISTAN <u>C/</u>	142		
	CALTEX OIL PRODUCTS CO <u>C/</u>	71,689		
	CALTEX OIL THAILAND LTD <u>C/</u>	10		
	CALTEX OVERSEAS LTD <u>C/</u>	21		
	CALTEX PHILIPPINES INC <u>C/</u>	45		
	DEUTSCHE TEXACO VERKAUF GMBH	2,503		
	JEFFERSON CHEMICAL CO INC	815		
	TEXACO EXPORT INC	2,685		
	TEXACO GREEK PETROLEUM CO S A	92		
	TEXACO LTD (UK)	88		
	TOTAL	95,035	0.19	63.45
72.	TRANSAMERICA CORP			
	DE LAVAL TURBINE, INC	26,868		
	SATURN AIRWAYS INC	39,124		
	TRANS INTL AIRLINES INC	21,937		
	UNITED ARTISTS CORP	212		
	TOTAL	88,141	0.17	63.62

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
73.	HARRIS CORP HARRIS COMPUTER SYSTEMS INC HARRIS DATA COMMUNICATIONS INC HARRIS SEMICONDUCTOR INC	85,747 49 1,975 142 -----		
	TOTAL	87,913	0.17	63.79
74.	BEECH AIRCRAFT CORP	84,343	0.17	63.96
75.	COASTAL STATES GAS CORP BELCHER OIL CO BELCHER OIL CO OF CAPE CANAVERAL BELCHER TERMINALS INC COASTAL STATES MARKETING, INC GLEN PETROLEUM CORP LO-VACA GATHERING CO UNION PETROLEUM CORP	3,705 2,578 443 64,734 34 5,982 6,323 -----		
	TOTAL	83,769	0.17	64.13
76.	MOTOROLA INC MOTOROLA OVERSEAS CORP	81,786 478 -----		
	TOTAL	82,264	0.16	64.29
77.	SVERDRUP + PARCEL + ASSOCS INC ARO INC	3,582 78,432 -----		
	TOTAL	82,014	0.16	64.45
78.	EASTMAN KODAK CO EASTMAN KODAK STORES INC	81,807 107 -----		
	TOTAL	81,914	0.16	64.61
79.	ALGERNON BLAIR INC	80,695	0.16	64.77
80.	DAY + ZIMMERMAN INC	79,436	0.16	64.93
81.	GULF OIL CORP GULF OIL TRADING CO GULF PETROLEUM SA PANAMA INDUSTRIAL ASPHALT INC KOREA OIL CORP	41,531 3,976 187 13 32,633 -----		
	TOTAL	78,340	0.16	65.09
82.	SAUDI TARMAC LTD TARMAC OS LTD	77,247	0.15	65.24
83.	INTERNATIONAL HARVESTER CO MACLEOD + CO	70,851 5,802 -----		
	TOTAL	76,653	0.15	65.39
84.	CUTLER-HAMPER, INC CONTROL SWITCH, INC	75,378 289 -----		
	TOTAL	75,667	0.15	65.54

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
85.	LORAL CORP CONIC CORP	69,839 4,150		
	TOTAL	73,989	0.15	65.69
86.	U S + SOUTH AERIGAN ENTERPRISES IN	73,945	0.15	65.84
87.	EMERSON ELECTRIC CO CHANCE A B CO ROSEMOUNT INC	70,608 81 2,550		
	TOTAL	73,239	0.15	65.99
88.	ENGELHARD MINERALS + CHEMICALS COR DERBY + CO INC SKYLINE INDUSTRIES INC	617 71,032 586		
	TOTAL	72,235	0.14	66.13
89.	COMPUTER SCIENCES CORP ENVIRONMENTAL RESEARCH CORP	70,596 98		
	TOTAL	70,694	0.14	66.27
90.	HEWLETT PACKARD CO DATAMEC CORP	69,025 44		
	TOTAL	69,049	0.14	66.41
91.	PACIFIC RESOURCES INC GASCO INC HAWAIIAN INDEPENDENT REFINERY INC	445 68,120		
	TOTAL	68,635	0.14	66.55
92.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC	9,276 427 58,452		
	TOTAL	68,155	0.14	66.69
93.	OGDEN CORP AVONDALE SHIPYARDS INC BETTER BUILT MACHINERY CORP INTERNATIONAL TERMINAL OP CO INC LUCKMAN (CHARLES) ASSOCIATES SMS INSTRUMENTS, INC TILLIE LEWIS FOODS INC WILSON FOODS INC	66,246 50 414 206 221 233 589		
	TOTAL	67,959	0.13	66.82
94.	BURROUGHS CORP	66,534	0.13	66.95
95.	GENERAL FOODS CORP	65,832	0.13	67.08
96.	SUN CO INC SUN SHIPBUILDING + DRY DOCK CO	56,532 9,053		
	TOTAL	65,585	0.13	67.21

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
97.	SANDERS ASSOCIATES INC	64,816	0.13	67.34
98.	A T O, INC	11,917		
	AMERICAN LA FRANCE INC	34		
	INTERSTATE ELECTRONICS CORP	49,981		
	SAFWAY STEEL PRODUCTS	15		
	TOTAL	61,947	0.12	67.46
99.	TACOMA BOATBUILDING CO INC	61,699	0.12	67.58
100.	PROCTOR + GAMBLE CO	14,035		
	FOLGER COFFEE CO	47,571		
	PROCTOR + GAMBLE DISTRIBUTING CO			
	TOTAL	61,606	0.12	67.70

FOOTNOTES:

- a/ The data include debit and credit procurement actions of \$10,000 or more, worldwide, under military supply, service and construction contracts.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of September 30, 1977 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.
- d/ Stock ownership is equally divided between Morrison-Knudsen Co., Inc., and Kaiser Industries Corp.